ACCC tap

— continued from page 1

"I work specifically with the IF marketing the national system o colleges and institutes as a com hensive and integrated training o to industry, labour and governm explains Sabas, who gained his knowledge of the IFI procureme process through his previous em ment with the Philippine Nation Economic and Development Auth

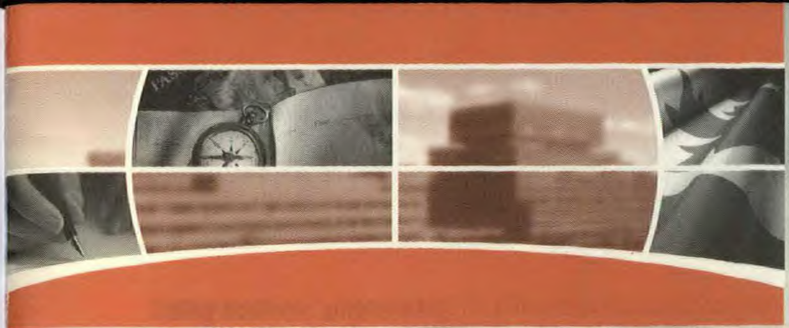
Register with IFIs

Sabas's efforts to market the ACC the AsDB began with registering Association with the AsDB's data of consultants, DACON. "You have to register your firm with each IFI to be included on their active list of consultants," explain Sabas.

The second step, Sabas advise to introduce your organization to project officers at the IFI. "You ha get to know the project officers w develop the projects. You have to connect with them before the bid process begins."

Sabas visited the AsDB twice in discovering the challenge that th ACCC faced in selling its experti education. That niche is not on academic side of education, bu the "non-formal" side of skills trai labour development and women technology — areas that are well to the needs of developing countri

The next step, according to Sa is to match your firm's capabilitie upcoming projects — a list of wh published on-line — and to subm expression of interest. "Find out w is in the pipeline as early as pos he advises. "Match your capabili to what's in the pipeline and mak that known to the Bank."



THE IFIs:
Private-sector Investment Partners

Private-sector investment in developing countries and countries in transition took off in the 1990s, quickly outpacing flows from official sources. By the end of the decade, foreign direct investment (FDI) had expanded more than eight times, and flows to developing countries and countries in transition had grown 21 percent a year. During the same time, investment capital from public institutions dropped to under 15 percent of total FDI. By 2000, the private sector had become the driving force behind foreign investment in developing countries.

Faced with the change in investor sentiment toward emerging markets, the public-sector international financial institutions (IFIs) also evolved. During the 1990s, substantial new funds were channelled into established organizations like the International Finance Corporation; three new public-sector institutions dedicated to private-sector development were created; and the major regional banks all introduced private-sector departments devoted to working with private-sector partners.

Some of the prospects and requirements for making IFI partners in Canadian foreign investment are explored in this article. Canada is a member of all but one of the nine international organizations in this business, and Canadian tax dollars are helping to support their activities. Because of our involvement, Canadian companies are able to access the resources and expertise of these institutions in pursuit of their own business goals.

The objective of this article is to introduce the reader to the principal institutions; provide a brief description of how to do business with them; and supply contact names, numbers and useful links. Where possible, an example of a Canadian experience with the institution has been included, and we talked to Canadian executives about their experience and satisfaction dealing with the institutions and their staff.

It is important to emphasize that this article deals exclusively with the private-sector operations of the IFIs. The regional development banks, as public-sector financial institutions, retain an important role in the economic and social development of borrowing member countries. However, the partners for these projects are generally government institutions and not the private sector. The departments and institutions discussed below are interested in privately initiated projects, where most of the groundwork and much of the risk is the responsibility of the sponsoring companies.

Photo by: D.Sing, IDRC

Please note that all financial figures quoted in the article are U.S. dollars, except those for the European Bank, which are given in Euros (approximately C$1.40).

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Canada